



U.S. Department of Energy



Office of Small and Disadvantaged Business Utilization



# 7<sup>TH</sup> ANNUAL SMALL BUSINESS CONFERENCE

THE WASHINGTON STATE  
CONVENTION AND TRADE CENTER



# U.S. Department of Transportation

***Serve the United States by ensuring a fast, safe, efficient, accessible and convenient transportation system that meets our vital national interests and enhances the quality of life of the American people, today and into the future***

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# DOT Overview

- Decentralized
- Ten Operating Administrations (OA)
- Different Mission
- Broad Mandate



If it MOVES,



DOT is involved

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## U.S. Department of Transportation Operating Administrations (OAs)

- Federal Aviation Administration (FAA)
- Federal Highway Administration (FHWA)
- Federal Motor Carrier Administration (FMCA)
- Federal Railroad Administration (FRA)
- Federal Transit Administration (FTA)
- National Highway Traffic Safety Administration (NHTSA)
- Maritime Administration (MARAD)
- Office of the Secretary (OST)
- Pipeline & Hazardous Materials Safety Administration PHMSA
- Research and Innovative Technology Administration (RITA)
- Saint Lawrence Seaway Development Corporation (SLSDC)

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# OSDBU

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# Business Opportunities

\$3 Billion to Minority and Women Annually

- Two Distinct Contracting Programs
- Direct Contracting
  - SB Programs and goals
    - (SB,SDB,8(a),WOB,HUB,VET,SDVET)
- Federal Financial Assistance to State and Local Transportation Agencies

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# U.S. Department of Transportation Office of Small and Disadvantaged Business Utilization

Procurement Assistance Division (PAD)  
Minority Resource Centers (MRC)  
Short Term Lending Program (STLP)

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# Procurement Assistance Division

## Mission:

- DOT's Small Business Program
- Increase opportunities

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# Procurement Assistance Division

## Program Goals:

- Fairness and equity
- Compliance
- Provide counsel and assistance

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# Direct Contracting

Annual Goals are established for:

- Small Business
- Small Disadvantaged Business
  - 8(a) and Non 8(a)
- Women Owned
- Hub Zone
- Veterans

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# DOT Commitment

## Direct Contracting

- Close to \$2 Billion Contract Awards
  - DOT awards more than half of its contracts to small business
  - More than 20% to SDB and WOB
- Strategic Goal
  - Increase SDB and WOB business participation in DOT direct Contracting
  - Visibility
  - Commitment

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# Federal Financial Assistance

To State and Local Transportation Agencies

## DBE Program

- Unique to DOT
- Three Operating Administrations
- Contracting and certifications performed by recipients
- DBE Market

**\$20 -25 Billion Annually**

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## DOT Federal Aid/Grants to States Disadvantaged Business Enterprise Program (DBE)

Secretary of  
Transportation

Modal Administrations  
*Civil Rights Offices*

FHWA Recipients

FAA Recipients

FTA Recipients



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# Minority Resource Center Division

## Mission:

- Planning, analysis, evaluation and management
- Encourage, promote and assist small businesses and small businesses owned and controlled by socially and economically disadvantaged individuals

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# Minority Resource Centers

## ASSISTANCE TO DBEs/SMALL BUSINESSES

- Business Assessment and/or Market Research
- Business Training and Counseling
- Technical Assistance
- Outreach
- Executive Education Training

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# Minority Resource Center Locations

## Legend

**Red – Southeast Regional Center**

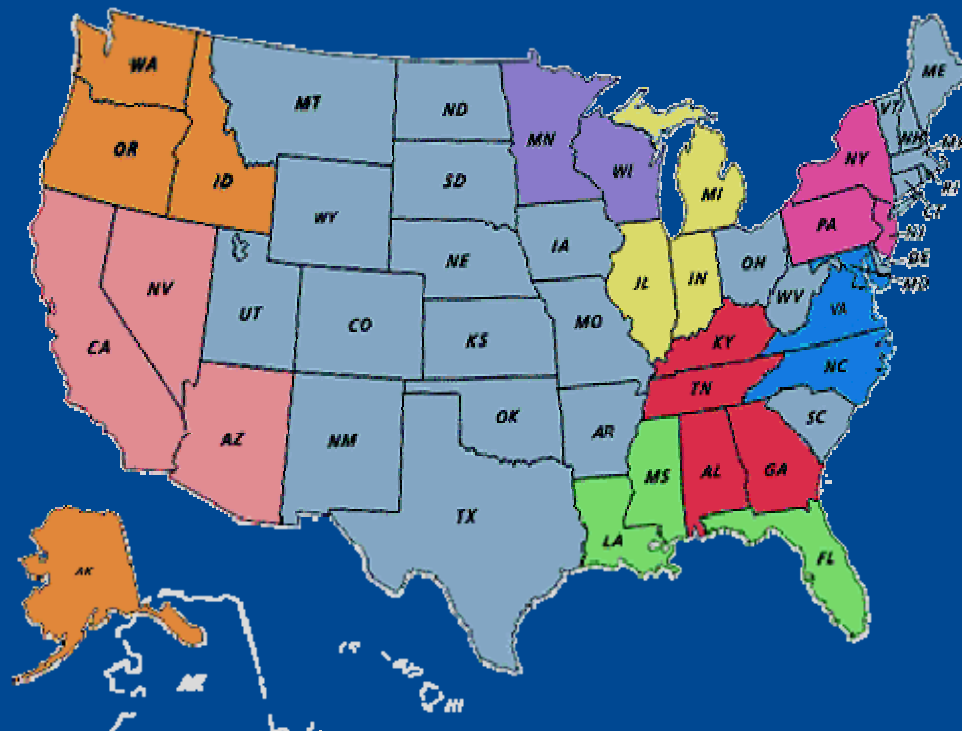
**(Atlanta, GA)**

**Orange-Northwestern Regional Center**

**(Tacoma, WA)**

**Purple-Midwest Regional Center**

**(Milwaukee, WI)**



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# National Information Clearinghouse



Initial point of contact  
for dissemination of  
program and  
procurement  
information

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# Short Term Lending Program (STLP)

- Provides line of credit for accounts receivable arising from transportation related contracts
- Primary collateral is proceeds of the transportation contract(s)
- Can be renewed (max. lengthen in program is 5 yrs)
- Maximum loan amount \$750,000

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# STLP ELIGIBILITY

- A company must have a transportation related contract
- Certified as a DBE by an agency applying DOT certification guidelines (49 CFR, Part 23 & 26) or by the U.S. Small Business Administration Section 8(a) program (Hubzone; Disabled veteran; SDB)

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# STLP ELIGIBLE ACTIVITIES

- ✓ Maintenance, rehabilitation, restructuring, improvements, or revitalization
- X Contract mobilization; equipment purchases or other long term uses; refinance of existing debt; payment of non-current taxes; distributions or other payments to stock holders.

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# STLP ADMINISTRATION

- The STLP is administered by the DOT OSDBU through cooperative agreements between DOT and several STLP banks
- Loan documentation and financing transactions are performed by the STLP bank

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# STLP FUND ADMINISTRATION

- Funds are borrowed against each invoice of the contract(s)
- Repayment occurs as the project owner or prime contractor pays the invoice.
- \$150.00 Application fee
- Interest rate – Prime plus two percent

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# HOW DOES MY COMPANY APPLY?

Go to OSBDU Website at:

<http://osdbu.dot.gov/documents/pdf/stlp/stlpapp.pdf>

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# DOT FY 2006 Procurement Forecast

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Minority  
Resource Center

About OSDBU & MRC ▼

OSDBU/MRC News & Events ▼

MRC Services ▼

OSDBU Services ▼

Address [http://www.osdbu.dot.gov/osdbu\\_services/Procurement/forecast.cfm](http://www.osdbu.dot.gov/osdbu_services/Procurement/forecast.cfm)

Links [- maryland.gov](#) [49cfr26](#) [CFR23](#) [FedBizOpps](#) [FedBiz](#) [HUBZone](#)

The Department publishes its annual **Procurement Forecast** which announces anticipated contracting opportunities for that fiscal year.

## U.S. Department of Transportation Fiscal Year 2006 Procurement Forecast

### U.S. DOT Operating Administration Procurement Sites

The Procurement Forecast includes contracting opportunities from DOT's participating Operating Administrations, available sorted in the following formats:

1. Sort of FY2006 Procurement Forecast by [Operating Administration](#)
2. Sort of FY2006 Procurement Forecast by [Procurement Category](#)
3. [Drill Down Search](#) of FY2006 Procurement Forecast.
4. [Advanced Search](#) of the FY2006 Procurement Forecast.

\* Please note that [FAA Procurement Forecast](#) data is posted on the FAA web site.

Please be sure to check routinely as more opportunities are added.

[Drill Down Search](#)

[Advanced Search](#)

[DOT HQ Small Business Specialists](#)

[Key to Procurement Office Codes](#)

[DOT Credit Card Holders](#)

[Federal/State DOT Procurement Sites](#)

[Current DOT Opportunities](#)

[Business Opportunities and Vendor Info](#)

[Related Links](#)

[OSDBU Services](#)

<http://osdbuweb.dot.gov/business/procurement/forecast.html>

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# DOT Priorities

- Safety
- Mobility
- Global Connectivity
- Environmental Stewardship
- Security

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# Federal Financial Assistance

## Annual Report on New Starts Proposed Allocations of Funds for Fiscal Year 2007

Report of the Secretary of Transportation to  
the United States Congress Pursuant to  
49 U.S.C. 5309(k)(1)



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2006

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# FTA Grants

The screenshot shows the FTA (Federal Transit Administration) website. At the top, there's a navigation bar with 'SITE MAP', 'CONTACT US', and 'SEARCH'. Below this is a 'NEW STARTS' banner. The main content area is titled 'New Starts Project Planning & Development' and lists several links: 'New Starts Proposed Allocation of Funds for Fiscal Year 2007', 'FY07 New Starts Press Release', 'What's New', 'Program Overview', 'Procedure/Policy Guidance', 'Technical Guidance', 'Project Evaluation, Ratings, and Annual Reports to Congress', and 'Outreach'. On the right side, there's a sidebar with a list of links: 'ABOUT FTA', 'NEW STARTS', 'NEWS & EVENTS', 'SAFETY & SECURITY', 'STRATEGIC BUSINESS PLAN', 'GRANT PROGRAMS', 'RESEARCH & TECHNICAL ASSISTANCE', 'GOVERNMENT & LEGAL', 'TRANSIT DATA & INFO', 'SAFETEA-LU IMPLEMENTATION', 'UNITED WE RIDE', 'CIRCULARS & PUBLICATIONS', and 'CIVIL RIGHTS / ACCESSIBILITY'.

[http://www.fta.dot.gov/16893\\_ENG\\_HTML.htm](http://www.fta.dot.gov/16893_ENG_HTML.htm)

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# CONTACT INFO

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<http://www.dot.gov>

For Fax On-Demand service, call:  
(800) 532-1169 and press #1.

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